

VZCZCXYZ4673  
OO RUEHWEB

DE RUEHSM #0177 0641407  
ZNR UUUUU ZZH  
O 041407Z MAR 08  
FM AMEMBASSY STOCKHOLM  
TO RUEHC/SECSTATE WASHDC IMMEDIATE 3236  
INFO RUEHHE/AMEMBASSY HELSINKI IMMEDIATE 0308  
RUEHMO/AMEMBASSY MOSCOW IMMEDIATE 1205  
RUCPDO/USDOC WASHDC IMMEDIATE 2547  
RUEAIIA/CIA WASHDC IMMEDIATE  
RUEKJCS/SECDEF WASHDC IMMEDIATE

UNCLAS STOCKHOLM 000177

SIPDIS

SENSITIVE  
SIPDIS

STATE FOR PM/DTCC - BLUE LANTERN COORDINATOR (JSTITZIEL)

E.O. 12958: N/A

TAGS: [KOMC](#) [ETTC](#) [SW](#)

SUBJECT: SWEDEN RESPONSE: BLUE LANTERN LEVEL 3: PRE-LICENSE  
END-USE CHECK ON APPLICATION 050087908

REF: STATE 15838

¶1. (SBU) Summary: Deputy Economic Counselor visited Robert Eklund, President of Avitronics International AB on March 3. Eklund said he operates as a distributor and not a broker because he purchases the searchlights from Spectrolab Inc. and pays for them against invoice. He maintained that his only profit comes from the mark-up in price when he sells to the end-user (Ulan-Ude Aviation Plant), and that he receives no other remuneration from Spectrolab. Eklund signed the DSP-83 on September 24, 2007 while his contract with Spectrolab was valid. Post recommends that Department of State determine whether Avitronics International AB would be operating as a broker if the searchlights in question were to be purchased and shipped to the foreign consignee now that the distributor agreement with Spectrolab has expired (November 17, 2007) End Summary.

¶2. (SBU) On March 3, Deputy Economic Counselor visited Robert Eklund, President of Avitronics International AB, at his office located at Veddestavagen 17 in Jarfalla, Sweden. Eklund was very cooperative throughout the visit, stating that he had signed the Nontransfer and User Certificate (DSP-83) and had ordered the commodities specified in reftel for use on the end-user's Mi-8/17 helicopters. Eklund verified that the signature on the DSP-83 was his, that he had indeed ordered the infrared searchlights in question, and that he owns 100 percent of Avitronics International AB. He commented that he has represented Spectrolab, Inc., a wholly-owned subsidiary of the Boeing Company, in the Nordic countries, Russia and Eastern Europe since 1995. (Note: Eklund also represents Becker Flugfan, which manufactures VHF radios, Global Positioning Systems and other aviation-related equipment, and three other unnamed companies. End Note) Eklund also said that he ordered the same type of equipment (infrared searchlights) from Spectrolab 4-5 times previously in 2007 and that Spectrolab always handles the export license process. Eklund stated that he has used the foreign consignee, Varova Oy, to send equipment to the foreign end-user, Ulan-Ude Aviation Plant, each time.

¶3. (SBU) Eklund maintained that he is one of four distributors for Spectrolab worldwide. Avitronics International AB is responsible for the Nordic countries, eastern Europe and Russia. Eklund said he operates as a distributor and not a broker because he purchases the searchlights from Spectrolab and pays for them against invoice. He maintained that his only profit comes from the mark-up in price when he sells searchlights to Ulan-Ude Aviation Plant, and that he receives no other remuneration

from Spectrolab. He permitted Econoff to take copies of the first and last page of his distributor agreement with Spectrolab Inc., but did not want to divulge the content of the remaining six pages for "reasons of privacy." Econoff noted that this contract was valid from November 17, 2006 to November 17, 2007. Eklund admitted that he had not renewed his contract with Spectrolab, but was hoping to do so "when time permitted." He added that he does not store the searchlights at all as he has no storage facilities. (Comment: Avitronics International AB) operates from a building that rents individual office space to small companies. End Comment) Eklund said that he has visited Ulan-Ude Aviation Plant and toured its operations, but has not visited the foreign consignee listed in reftel (Varova Oy in Helsinki, Finland).

¶4. (SBU) We recommend that Department determine whether or not Avitronics International AB is operating as a broker. Foreign Commercial Service staff at post were not aware of any negative information regarding Eklund or his company. One FCS local employee stated that he had helped Eklund and Avitronics AB a few times in the past when Eklund was seeking to represent U.S. manufacturers of aviation related-products. SILVERMAN